

# Automotive Daily News



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## TRUCK OUTPUT RECORD MAY BE BROKEN IN 1926

Prosperous Conditions  
Mark Industry; Gains  
Being Made

NEW YORK, May 3.—Motor truck manufacturers are getting a good share of the gain in the automobile business, and as expansion in this branch of the industry continues executives are generally optimistic over the outlook.

While there is some uncertainty over the prospect that passenger car manufacturers will better their record of 1925, notwithstanding that the first quarter's output established a new high figure at 1,015,834 vehicles, a similar feeling is not apparent over the prospects for the truck industry.

On the contrary, the record production during the first quarter is considered an indication that commercial vehicle producers are well on the way to establishing another high record in output during 1926.

Prosperous conditions in the truck industry are a significant index of generally prosperous industrial conditions, as trucks are purchased principally on considerations of profit-producing possibilities by every class of industry from the small-town retailer and the farmer to the large manufacturer and producer. They, therefore, reflect more accurately probably than does the passenger vehicle business, the general industrial welfare of the country.

March output of trucks was 51,635, the highest monthly total with the exception of September, 1925, when output was 60,374. During the first quarter of the year, truck production totaled 125,088, against 107,649 in 1925, a gain of approximately 16 per cent. and a new high quarterly record.

Each month during the quarter has shown an increase over the corresponding month of last year. Compared with output of 100,095, in the first quarter of 1924, the gain is 25,000 trucks against a gain shown in passenger car output of 21,500.

In 1925 the first quarter's output represented 21.6 per cent. of the final year's total, whereas in 1924 the percentage was 26.5 per cent. These percentages represent two extreme conditions in the industry. During the first quarters of 1924, the motor business was unusually active in preparation for a spring buying demand, which failed to meet expectations and output represented a larger percentage of the year's total than normally. Last year the reverse was true, as the motor business was just recovering from the setback caused by overproduction, and the first quarter's output represented a smaller percentage of the year's total.

On the basis of the 1925 percentage, the indicated output, projected on first quarter's results for 1926 would be close to 580,000 trucks this year, while on the basis of the first quarter's proportion, in 1924, the indicated

(Continued on Page 8)

## BALLOON RACE WON BY VAN ORMAN THIRD TIME

Little Rock, Ark., May 3.—Ward T. Van Orman, pilot of the Good-year IV., won the national elimination balloon race for the third time in succession, with all contestants accounted for. He flew about 780 miles.

The United States Army balloon S-23 was the last to land. While passing over the mountains of Arkansas, Kentucky, Virginia and West Virginia, the Good-year IV. was fired on more than a score of times, Van Orman said, but the big bag was not hit. The S-21 passed over the highest point of the Appalachians in western North Carolina.

## U. S. BUS CHASSIS LEAD IN CANADA

Also Predominate in  
Latin America, Re-  
ports Indicate

Special from A. D. N. Washington Bureau  
Washington, May 3.—Motor bus chassis of American manufacture predominate in both Canada and Latin America, most of the countries providing their own bodies, while notable progress in the expansion of motor bus services has been made, the automotive division of the Department of Commerce announced in a survey made public today.

More than 2,000 motor buses are in service in Canada, the report discloses. The province of Manitoba has taken advantage of the motor bus to provide adequate transportation for its school children, and out of a total registration of 600 buses, 550 are employed for this purpose.

Tramway companies are the largest operators in Canada, having found motor buses desirable from the standpoint of economy and in order to meet competition to enter this field. The buses are used for feeder lines to the main tramway systems, and in the more populous provinces they are used in interurban transportation.

Because of the heavy growth of the international tourist traffic, the report points out, motor buses probably will be used in increasing numbers between Canadian cities and the larger cities in the northern part of the United States.

The use of the motor bus in Latin America, the report states, has been limited by the lack of highways and good roads, but wherever there have been building and improvement of roads, bus transportation has increased proportionately.

The greatest development of the motor bus in Latin America has been in Cuba, where there are now more than 1,100 buses in service. Chile and Argentina also have forged ahead of late in this type of transportation. These three countries account for more than three-fifths of all the buses in Latin America.

A complete report on motor bus transportation in Canada and Latin America has been prepared by H. C. Schuette of the automotive division of the Department of Commerce.

## UPWARD TREND IN RAIL TRAFFIC

Marked Increase Noted  
As Mild Weather  
Comes In

Special from A. D. N. Detroit Bureau  
Detroit, May 3.—With the first four months of the year practically gone, the Detroit traffic district of the Pere Marquette Railway continues to show an upward curve in total movement, with every indication that it will continue indefinitely.

With the apparent approach of milder weather the movement of materials other than those chiefly used and shipped by the automotive industry has begun, and seems likely to make up for time lost by the late continuance of unfavorable weather conditions.

The Detroit district, in which are included Flint and Lansing, shows for the week ended April 24 an increase over the same week in 1925 of 27 per cent. in forwarding movement and one of 15 per cent. in received shipments. The automotive industry is, as usual, credited by the road's traffic officials with the great bulk of this increase, with partial responsibility resting on movement of building and construction materials.

Saginaw and Grand Rapids have for one week, at least, reversed their usual reports; Saginaw is up 8 per cent. in forwarding, and 10 per cent. in inbound, while Grand Rapids is off 2 per cent. in outbound, though her inbound figures are 10 per cent. higher than they were a year ago.

From Milwaukee come reports of freer movement of machinery, and export figures from the plant of the International Harvester Company show an upward trend.

Gateway movements generally reflect the approach of spring moving. Chicago's shipments are up 6 per cent.; Toledo reports a 36 per cent. increase, partially accounted for by comparatively large movement of commercial coal.

Volume through the Buffalo gateway is better by 23 per cent., and the trans-lake reports via Lake Michigan show corresponding increases.

## SOVIET NOW HAS 22,000 TRACTORS IN USE

Washington, May 3.—Approximately 22,000 tractors are in use in the Soviet Union in this spring's plowing, according to the Russian Information Bureau. Last spring there were about 5,000 tractors, and before the war there were less than 500 in the whole Russian Empire. Of the tractors 18,925 were imported from the United States, most of them within the past two years. The amount paid for them was \$9,243,610.

## DODGE DISTRIBUTOR LEAVES \$500,000 TO KIN

Buffalo, N. Y., May 3.—J. A. Cramer, Dodge distributor in Buffalo, who died recently, left a half million dollars in cash and securities to his widow, Eleanor Vine Cramer, according to the will filed in surrogate court. Substantial bequests in property and securities were made to relatives. Mr. Cramer was president of the corporation bearing his name.

## HARTZ WINS SPEEDWAY RACE AT ATLANTIC CITY

Speedway, N. J., May 3.—A new world's record and a purse of \$12,000 fell to Harry Hartz in winning the 300-mile automobile race which opened the new track of the Atlantic City Motor Speedway Association Saturday. Hartz, known as the "most conservative driver in America," completed the race in 2:14:14.18, or 135.2 miles an hour. De Paolo's time was 2:15:12.42 and McDonogh's 2:15:38.59.

## Auto Companies Win in Tax Suit

Boise, Ida., May 3.—That the state has no right to tax interstate commerce was the gist of opinion rendered by Judges McCamany and Cushman in an injunction suit brought by three automobile companies against F. A. Jeter, commissioner of law enforcement for Idaho.

Judge Dietrich dissented from decision of his associates in Federal Court. The plaintiff companies, all operating stage lines between Spokane and Idaho points, filed suit against the state shortly after the new law which levied a tax of 5 per cent. upon gross receipts was passed by the last Legislature.

Under agreement with Jeter, they deposited the tax with the court to be held in escrow until the matter was settled. The funds will now be returned.

## New Corporation For Bus Equipment

New York, May 3.—Freeman & Co. is heading a group of interests organized as a new corporation to enter the motor bus equipment financing field, according to reports.

Officials announce that application for a charter, under the laws of Delaware, will probably be made this week.

The corporation, to be known as the National Transportation Lines Corporation, will finance the sale and, in some instances, the operation of motor buses, coaches and other types of automotive equipment.

The new corporation will be operated by the Freeman interests along lines similar to those governing the National Steel Car Lines Company, which was formed in 1920 by Freeman & Co., to finance purchases covering tank cars, refrigerator cars and other specialized types of railroad equipment for industrial companies.

## FULLER OF ROLLS-ROYCE SAYS SALES GAIN 25%

New York, May 3.—Henry J. Fuller, president of the Rolls-Royce Company of America, returning from abroad, said that sales in the United States are running about 25 per cent. better than a year ago, with future prospects very favorable.

"England is not disturbed with traffic problems because she is building concrete roads across fields that will carry from ten to twelve cars abreast. These roads take the shortest route from city to city, and they have acted as a great stimulus to the motor car industry," said Mr. Fuller.

## MID-WEST MOTOR SALES INCREASE HEAVILY IN APRIL

Both Retail and Wholesale  
Distribution  
Shows Gains

CHICAGO, May 3.—Retail sales of automobiles by sixty-three dealers in the Seventh Federal Reserve District in April showed a large seasonal gain over February and also a substantial increase over March, 1925.

Wholesale distribution also continued heavy, although gain over the previous month was much smaller than that of February over January.

For the fourth successive month, the number of new cars on hand at the end of the month increased. Wholesalers' stocks gained 38.8 per cent. over February, while retailers' stocks gained only 4.5 per cent., making the aggregate gain 22.7 per cent.

In comparison with March 31, 1925, wholesalers' stocks were 61.7 per cent. greater and retailers' stocks 91.1 per cent. greater.

As in February, the number of used cars sold showed a decided increase, but amount on hand continued to gain.

Thirty-eight firms, reporting deferred payment sales, indicated that value of cars sold at retail on this basis last month was 47.6 per cent. of total sales, against 44.6 per cent. in February and 48.5 per cent. in March, 1925.

The following table shows for reporting firms percentage increases last month in sales of new and used cars and in cars on hand at end of month, as compared with February, this year, and March, 1925:—

	Change from Mar., Feb. 1925	1925
Number of new cars sold		
wholesale .....	16.2	61.0
Value of new cars sold		
wholesale .....	12.8	47.4
Number of new cars sold		
retail .....	63.4	15.8
Value of new cars sold retail	58.9	11.2
Number of new cars on hand		
March 31 .....	22.7	72.2
Value of new cars on hand		
March 31 .....	22.7	55.0
Number used cars sold .....	58.7	5.1
Number salable used cars on		
hand .....	4.1	19.5
Value salable used cars on		
hand .....	6.0	9.0

The effect of price reduction is evident in that percentage increases in value are consistently below percentage increases in number of cars sold.

The value of new cars sold at retail in this district in January fell 7.3 per cent. under December.

In February, they gained 36.1 per cent. in value over January, which was followed by a gain of 58.9 per cent. in March. As compared with the corresponding months of last year, gains in value of new cars sold have been as follows: January 18 per cent. February 0.9 per cent. and March 11.2 per cent.

## GREENWOOD TO SPEAK

Detroit, May 3.—Ernest Greenwood, secretary of the National Conference on Street and Highway Safety, will address the Detroit Engineering Society Friday evening on the work accomplished by the conference.



## FIGHT GROWS ON GAS BOOTLEGGING

### States to Take Drastic Action Against Practice

CHICAGO, May 3.—"Gasoline bootlegging" across state boundaries to evade gasoline taxes through inequalities between the rates of gasoline taxation in various states, has reached a point where state inspection and tax officials in various districts are considering means of taking common action against those responsible for such illegitimate traffic.

In the Southwest, along the border lines of Kansas, Missouri, Oklahoma and Arkansas, where there are widespread divergencies between state tax rates, state officials have agreed that illegal interstate transportation and sale of gasoline can best be stopped by uniform enforcement measures and uniform gasoline taxes. Until that is accomplished, or partially so, some system of state line patrol to check gasoline movement may be established.

At a conference of officials of Southwestern states to be held probably early this summer at Little Rock or Hot Springs, Ark., officials from numerous other Southern states will be expected to attend. This will follow a recent meeting held in Joplin, Mo.

E. D. Graham, director of the Bureau of Gasoline of the Oklahoma Corporation Commission, favors enactment of uniform taxation legislation throughout the Southwestern and Southern states, and this plan is said to be favored by other officials of these states. It is not expected that representatives of oil companies will be invited to the Arkansas conference since the purpose will be connected with administration of tax laws and the bringing about of tax reform.

## TO INVESTIGATE CHAIN GAS COUPON SYSTEM

Indianapolis, Ind., May 3.—The sale of gasoline or oil coupon books under a chain selling plan by which an individual is given to understand that a book valued at \$9 can be had by the payment of only \$1 in cash and the sale of three similar books at \$3 each, was declared a matter coming under control of the Indiana Securities Commission for investigation and registration, according to an opinion given here by Arthur L. Gillion, attorney general of Indiana.

## Government Fights Fake Auto Leagues

Washington, May 3.—Fraudulent automobile leagues, specializing in accident and liability leagues, are being driven out of business by the Post Office Department.

A fraud order has been issued by Postmaster General New denying the use of the mails to the Lincoln Automobile League of America, the Lincoln Automobile League, Inc., and B. H. Resnich of Pittsburgh.

The scheme operated by these concerns was to induce by alleged false representations of agents, automobile owners to purchase accident and liability insurance and to deliver to such purchasers a so-called "service contract," bearing a statement it is "not a policy of insurance," according to a statement issued by the postmaster general.

The price charged was \$42.50, of which the agent received \$20. The evidence showed that the concern has been collecting at the rate of \$1,000 a day from its victims.

Promoters and agents were indicted March 18 last, for using the mails to defraud and the case has been set for trial during the May term of court in Pittsburgh.

### GIVES UP RETAIL LINE

Waco, Texas, May 3.—The McClendon Hardware Company, which has heretofore been a large retail distributor of accessory parts in central Texas, has discontinued the retail line, it has been announced.

## SEES FEDERAL AID HIGHLY ESSENTIAL

### A. R. B. A. Official Opposes Move to Abolish System

Special from A. D. N. Washington Bureau

WASHINGTON, May 3.—W. R. Smith of Connecticut, vice-president of the American Road Builders' Association, has fired the first gun in the campaign against the proposal of Secretary of the Treasury Mellon and other administration leaders to abolish the Federal-aid system of highway building.

He declared that Federal aid to highway departments of the states in the building of improved roads is absolutely necessary to insure the best interests of the farmer as well as the urban resident and must be continued indefinitely by Congress in spite of present and future outbursts of governmental economy.

He was recently elected vice-president of the association at its Chicago convention and will be installed at a meeting May 14, at the Engineers' Club, in New York when it is expected that the organization will take definite action to combat any movement to eliminate future appropriations by the Federal government in aiding the states.

"Road building in the United States has increased phenomenally, partly because of the necessity for them, and partly because of incentive resulting from Federal financial assistance," Mr. Smith said. "Payments made to the states from the Federal highway fund during these years averaged \$84,096,114 annually."

"To this great sum was added the investment of the individual highway departments necessary to insure Federal aid. Last year approximately \$1,176,000,000 was spent on all kinds of roads, about one-half of which was appropriated by state departments."

"The investment of this large sum in American highways has paid dividends as great, if not greater than any other expenditure of a national fund. Surveys of the United States Bureau of Public Roads have shown that the cost of highway transportation over the Federal system has been reduced by construction of hard roads sufficiently to more than repay the investment. The benefit to the farmer through the construction of hard roads is sufficient in itself to justify these roads."

"In one survey near Baltimore, the Bureau of Public Roads found the cost of milk transportation in a very small community was \$5 per day higher than on an improved route of the same length. An investment of \$3,600 would have been justified for the milk traffic alone."

"The farmer needs good roads in order to supply food to the city quickly, safely and economically. The city in turn needs the improved highways in order to avail itself of this economy, service and fresh food. It is therefore in the interest of the nation at large that the immediate construction of hard roads be carried as far as possible."

## TO SPEND \$35,000,000 ON MINNESOTA ROADS

St. Paul, Minn., May 3.—\$35,000,000 is being spent on Minnesota highways this year, according to a compilation of the State Highway Department. Motor vehicle license fees, Federal highway construction aid funds and the two-cent a gallon gasoline tax will bring \$16,000,000 to the coffers of the Highway Department for trunk route purposes, C. M. Babcock, state highway commissioner, said. Local road and bridge levies will yield \$19,000,000 more, according to the most conservative estimates available.

## LOUISVILLE T. AND A. D. A. PICKS ANNUAL OFFICERS

Louisville, Ky., May 3.—The Louisville Tire and Accessories Dealers' Association elected officers for the current year at a recent meeting celebrating the first anniversary of the association. The meeting was held in the headquarters of the organization. Officers elected: president, R. D. Heman, and vice-president, Tom Barbee, R. A. Dean, secretary, and Ben Schulman, treasurer, were re-elected. The newly elected president served as vice-president last year.

A meeting is to be held early in May in honor of the retiring president, William Mohlenkamp, and directors are to be named at that time.

## A. C. Bowers Made Mason Factory Sup.

Kent, O., May 3.—A. C. Bowers, who has been an important factor in Mason production for the past four years, has been appointed factory superintendent, in charge of production in both the Bedford and Kent tire plants.

Mr. Bowers has been actively engaged in tire production work for the past eight years and has had experience in all phases of production activity. He received his early training in the tire plants of several competitors and came to Mason several years ago in charge of the Bedford plant.

When Bowers took hold of things at Bedford the average production for each employee per day was five and a half tires. Under Bowers's command, factory layouts were changed, new machinery designed, and a new spirit of craftsmanship inspired in the organization. The result was that he made a record, still to be equaled in the tire industry, by raising the average production per man to eleven tires per day.

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### FLORIDA GAS CONSUMPTION

Tallahassee, Fla., May 3.—The inspection division of the State Department of Agriculture has just made public figures showing that gasoline consumption in Florida last month was 28,232,367 gallons, as compared with 14,695,705 in March last year.

## GRAHAM BROS. SILENT ON PLANS

### Will Not Engage in Automotive Enterprises, Is Report

Special from A. D. N. Detroit Bureau

DETROIT, May 3.—Future plans of the Graham brothers, who recently sold out their holdings in Dodge Brothers, Inc., and retired from their activities in that organization, will not include anything connected with the automotive industry.

It was learned that under the terms of an agreement signed at the time the Dillon-Read interests exercised their option to buy out the Graham holdings, the Graham brothers are bound not to engage in any branch of automotive activity.

In the meantime the Grahams are silent as to their future plans, beyond announcing that they are going to rest. This is not taken very seriously by those who know their energetic dispositions; it is generally believed that they will shortly be heard of as large-scale manufacturers of electric refrigeration apparatus. The field is familiar to them and the rumor is persistent that they will enter it.

## FOURNIER SALES COMPANY LOCATED IN NEW HOME

Youngstown, O., May 3.—The Fournier Company, sales representative here of the Mack Truck Company, has opened its new home in the best residential district of the city. A total floor space of 12,800 feet is provided. F. J. Fournier is president of the company, Edward G. Fournier vice-president, Arthur Morgan secretary and Erskine Maiden director. Harry Turner is the service manager and R. E. Banner sales manager. The company now has sold 250 Mack trucks, all operating in this district.

### GAS SHIPMENTS

Columbia, S. C., May 3.—From January 1 to March 31, there were shipped into South Carolina 21,449,873 gallons of gasoline, according to figures obtained from the State Department of Commerce and Industries.

EVERY

2 1/4

SECONDS

someone  
buys a

DUNLOP TIRE

Your protected Dunlop territory may still be open. Write today.

TO DEALERS  
DUNLOP TIRE & RUBBER CO.  
Buffalo, N. Y.



Hyatt Bearings assure service—ability equal to the life of surrounding parts



## Tax Situation in Milwaukee Shows Effect on Sales

Milwaukee, May 3.—Automobile dealers throughout Wisconsin are looking forward to a decided upward turn in business during this month, it is said by Milwaukee dealers.

The fact that the Wisconsin personal property taxes fell due on May 1 is believed by dealers to have had a depressing effect upon business for the past two weeks, after these tax payments have been made an increased demand for autos is expected to be felt.

In spite of this situation, Milwaukee dealers report steadily increasing sales. The past week it was said has been about the best this season, while sales of new cars of some makes, during April are expected to be greater in this territory than in any other month in the history of the business.

Rudolph Hokanson, president of Nash Sales, Inc., distributor of Nash and Ajax cars in the Wisconsin and upper Michigan territory, stated that the month of April will be the biggest month in the history of Nash cars in this territory. He noted a steadily increasing volume of sales from the first of the year until the present time.

The biggest selling car in Milwaukee territory during the last month has been the Ford, with Chevrolet in second place. Buicks, Dodges, Overlands, Nash and others were reported to be in big demand also at the present time.

The sale of used cars was reported good by most dealers, although their disposal by some dealers has not been as rapid as had been hoped for. The local Nash distributor reported that the stock of used cars on hand was below the general average, and that they were being disposed of about as rapidly as they were being turned in.

The practice of reconditioning used cars which are still serviceable is general this year, particularly among the larger dealers.

While the new car demand is to a great extent for closed models, many prospective purchasers of used cars, dealers say, are looking for open models which can be obtained at a reasonable price.

## Sales in Chicago Dist. Picking Up Rapidly

Chicago, May 3.—Nash Motors lead all the others in the passenger car field in the reports of fine business, universal here.

"We have done the greatest month's business in the history of this firm," R. G. Wolfe, the sales manager, stated. "We exceeded every record established here, both in units sold and in the cash total."

At the Cadillac offices Z. B. Dimond also expressed his satisfaction with things. April sales were 50 per cent. better than March, and more than 25 per cent. better than April of last year, the sales director said.

J. B. Carpenter, head of the sales staff at the Burnstone Sales Company, Chrysler dealer, said business had been fine during the last month. He said that he had no worries except deliveries for the coming months, and that already his delivery department is slightly behind the rush of orders which have come in.

## Sales in Hartford Show More Activity

Hartford, Conn., May 3.—The advent of May finds most of the local dealers in an optimistic frame of mind. There was some improvement during the past week. The larger dealers are fairly well pleased with April business and are firm in the belief that May will mark a good increase.

In some cases, as Pontiac, for instance, new cars are not to be had in sufficient numbers to make it really interesting. Hudson and Essex are well sold up, Cadillac is going nicely and Dodge is coming through in fine fashion. Oldsmobile has made a fine beginning, and the outlook is encouraging. Peerless is just beginning to come into the picture.

## DALE COMPANY IS CHANDLER DISTRIBUTOR

Minneapolis, May 3.—The Dale Automobile Company, 1204-1210 East Lake St., has been appointed distributor of Chandler automobiles for the Northwest, it is announced by E. E. Dale, president of the company.

**DEFENSE OIL FUND**  
Chicago, May 3.—Announcement of a national defense fund for carrying on legal fights for the interests of independent oil men where need arises for protection is made by the National Petroleum Marketers' Association.

## New Dealers

Special from A. D. N. Detroit Bureau  
Detroit, May 3.—Paige-Detroit Motor Car Company has appointed new dealers as follows:—

H. J. Johnston, Woodstock, N. B.; Mathews Chevrolet Company, Roberta, Ga.; Williams & Evans, Fort Valley, Ga.; R. G. Milne, Sault Ste. Marie, Ont.; Grand Island Paige-Jewett Company, Grand Island, Neb.; Hicks Auto Service, Saskatoon, Sask.; Dearborn Auto Sales, Mount Sterling, Ill.; J. E. Scott & Co., Payson, Ill.; Gerhart's Garage, Fredericksburg, Pa.; Hamberger Garage, Jersey Shore, Pa.; H. J. Kindred, La Plante, S. D.; Charles Wickwire, Canaan, Conn.; Stevens Auto Company, Princeton, Ind.; W. O. Wolfe, Aca, Minn.; New Paltz Paige-Jewett Company, New Paltz, N. Y.; Comer & Leonard, Queens Village, N. Y.; Hettick & Brown, Valley Stream, L. I.; James H. Aiken, Windale, N. Y.

J. B. Semelburger, Hastings, Pa.; Albert Basham, Mazon, Pa.; Short Garage, Rockham, S. D.; G. Roth, Columbus, Alberta, Sask.; F. H. Roob, Columbus, Wis.; George J. Vandeyacht, Kaukauna, Wis.; A. H. Shantz, Carstairs, Alberta; E. E. Wood, Jonesboro, Ark.; South End Motors, Winkler, Man.; Samuel Bloomfield, Clifton Heights, Pa.; Norman Funk, Lansdowne, Pa.; Brown & Todd, La Combe, Alberta; Shires, Scarab & Bryks, Lamont, Alberta; H. E. Bawlinheimer, Red Deer, Alberta; Hyett & Schmidt, Stony Plain, Alberta; Swartz, Emory, Tofield, Alberta; Central Garage, Vegreville, Alberta; McNece & Phillips, Waskatenau, Alberta; Paige-Jewett Motor Company, Arkansas City, Kan.; E. F. Ramsey, Hayward, Cal.; Paige-Jewett Sales Company, Orlando, Fla.

Montezuma Company, Sanford, Fla.; Knight & Jung Motor Company, Belleville, Ill.; Parker Motor Company, Wheaton, Ill.; Frank Samuel, Boswell, Ind.; J. G. French, Clarksville, Ind.; John Schaeffer, Clay City, Ind.; J. A. Gross, Disko, Ind.; Garrett Paige-Jewett Sales, Garrett, Ind.; Cecil G. David, Nashville, Ind.; Royal G. Allison, Washington, Ind.; F. Clarkson, Clarissa, Ia.; Cerro Gordo Motor Company, Mason City, Ia.; Barrier & Son, Neola, Ia.; William E. Conoway, Westminster, Md.; Brook St. Garage, Clinton, Mass.; Stevenson-Stearns Motor Car Company, Somerville, Mass.; Bemidji Motors, Inc., Bemidji, Minn.; People's Service Garage, St. Cloud, Minn.; Gehling Bros., Falls City, Neb.; E. A. Bisk, York, Neb.; Central Motor Company, Hammond, N. J.; Makin & Riden, Point Pleasant, N. J.; M. G. Goodwin, Southern Pine, N. J.; Hoffman Motor Company, Wahpeton, N. D.; Standard Garage, Montpelier, O.; D. G. Wadsworth, Lambeth, Ont.; George C. Cost, Indiana, Pa.; Monesson Paige-Jewett Company, Monesson, Pa.; George Reeder, Mount Washington, Pa.

Central Garage, New Bethlehem, Pa.; Beveridge Garage, Wexford, Pa.; Paige-Jewett Company of Newport, Newport, R. I.; Olsen & Hille, Erwin, S. D.; V. L. Ferguson, Midland, S. D.; Clinchfield Motor Company, Kingsport, Tenn.; Roy G. Udell, Fall River, Wis.; Noyes Garage, Norwich, Conn.; Palm Beach Paige-Jewett Company, West Palm Beach, Fla.; Fremont Auto Company, St. Anthony, Idaho; M. G. Ruge, Jr., Valparaiso, Ind.; Midway Garage, Flat Rock, Mich.; John W. Rick, Hemlock, Mich.

## FLINT

New York, May 3.—New distributors appointed by the Flint Motor Company's regional office here include:—

Big Spring Motor Company, Bellefonte, Pa.; Grannas Motor Company, Altoona, Pa.; Easton Flint Company, Easton, Pa.; Frederick Flint Company, Frederick, Md.; Murphy Bros., Glenloch, N. J.; Taylor Motor Sales Company, Wilmington, Del.; Auto Sales and Service Company, Laurel, Del.

## Worcester Dealers Name 1926 Officers

Worcester, Mass., May 3.—The annual meeting and election of officers of the Worcester Automotive Association was held recently at the Warren Hotel at the annual dinner.

The election of officers resulted as follows:—

President, William T. McOwen, Reg. distributor; vice-president, F. H. Kenney, Peerless and Auburn; secretary and treasurer, W. R. Livingstone, Ford and Lincoln.

The following executive committee was appointed: H. B. Chase, chairman, Dodge; J. C. Harvey, Peerless; F. A. MacNamee, Marmon; Allan N. Davis, Packard; Chester M. Stanley, Buick.

Civic Affairs Committee: W. R. Livingstone, chairman, Ford and Lincoln; George L. Downes, Chevrolet; George P. Hayden, Paige and Jewett; J. C. Harvey, Peerless.

Social Activities Committee: F. A. MacNamee, chairman, Marmon; Mr. Lowe, Jordan; Mr. Cunningham, Oakland; Joseph T. Witt, Rickenbacker.

## FOREIGN TRADE COUNCIL GOES TO DETROIT IN '27

Detroit, May 3.—H. H. Rice, vice-president General Motors, headed the delegation of Detroit business men who journeyed to Charleston, S. C., in the interests of the city as the convention center for the 1927 foreign trade council. Detroit was selected, after hot competition from Houston, Tex.; Norfolk, Va., and Oakland, Cal. Other automotive men in the party were J. J. Palmer and William Berriman, of Dodge Bros., Inc.; E. J. Demaray, of the Republic Motor Truck Company.

## JOURNALISTS TO VISIT CADILLAC

Special from A. D. N. Detroit Bureau  
Detroit, May 1.—When the Pan-American journalists visit the plant of the Cadillac Motor Car Company they will be shown the \$2,500,000 foundries recently completed, and some of the machining processes. Informal luncheon will be served in the cafeteria.

The Cadillac plant is particularly well adapted for showing the visitors the contrast between European and American methods of manufacture. Precision overseas is largely obtained by hand methods of filing and reaming. The Cadillac Company was the first automobile manufacturer to produce by machine methods parts manufactured to such close limits of precision that they fitted exactly, without any hand preparation.

There are 36,970 dimensions in the Cadillac car, held within close limits, not exceeding .002 of an inch. Of these, 516 are held to limits not exceeding 25 hundred-thousandths, or approximately one-twelfth of a hair's breadth. The visitors will be given particular demonstrations of automatic machines operating to these close limits.

## WILLYS-KNIGHT GREAT SIX SHOWS SALES GAIN

Toledo, May 3.—Sales of the Willys-Knight Great Six, brought out by Willys-Overland, Inc., in 1925, show a 130 per cent. increase for the first quarter over the sales figures for the same period last year, according to officials of the company.

Compared with the total sales in this model for all of last year, the increase in retail deliveries for the first three months of this year is at the rate of 32 per cent. over the total volume for 1925. The Willys-Knight Great Six was one of the three leaders in the price class which it occupies.

## Out on the Coast

By JOHN WETMORE

Los Angeles, May 3.—With an increase of 6,533 registrations in March over February and gains of 16 per cent. in northern California, 23 per cent. in southern California and 20 per cent. in the state over March, 1925, automobile sales in the Golden State continued to climb until for the first quarter of this year their aggregate was 25 per cent. ahead of the corresponding quarter of 1925. Comparative figures of licenses issued for new passenger cars last month were:—



March 1925 1926 3 Months 1925 1926  
No. California, 10,216 8,611 21,907 17,796  
So. California, 11,581 9,409 29,540 23,308

State total, 21,797 18,020 51,447 41,104  
Though it was beaten last year in June, July, October and November in new passenger car registrations, March is normally the biggest automobile buying month of the year in the Golden State, average registrations for this month in the three years from 1923 to 1925 having been 21,723, which is about 1,500 ahead of any other month in the calendar.

Twenty-three makes are credited with more than 100 new passenger car registrations. Fifteen of them showed gains over March, 1925, and only 6 of them losses. Two of them—Ajax and Pontiac—were not in production last year. The sales records of the 23 best sellers, as compared with March of last year and the first quarter of 1925 were:—

March 1925 1926 3 Months 1925 1926  
1 Ford ..... 5,498 4,795 15,167 12,004  
2 Chevrolet ..... 2,452 2,506 6,595 5,290  
3 Dodge Bros. 2,402 1,482 5,043 3,435  
4 Buick ..... 1,968 1,143 4,322 2,481  
5 Studebaker ..... 1,139 886 2,374 2,298  
6 Star ..... 825 841 1,925 1,876  
7 Chrysler ..... 863 206 1,949 688

March 1925 1926 3 Months 1925 1926  
1 Cadillac ..... 276 208 606 440  
2 Packard ..... 270 161 589 299  
3 Jordan ..... 135 30 337 65  
4 Lincoln ..... 128 84 267 119  
5 Peerless ..... 85 36 195 70  
6 Marmon ..... 64 64 128 144  
7 Locomobile ..... 62 1 112 7  
8 Franklin ..... 52 33 115 65  
9 Pierce-Arrow 46 38 111 69  
10 Stutz ..... 24 1 25 7

March 1925 1926 3 Months 1925 1926  
8 Nash ..... 831 478 1,681 1,095  
9 Hudson ..... 657 852 1,644 1,922  
10 Essex ..... 631 879 1,675 2,002  
11 Oakland ..... 441 250 996 692  
12 Overland ..... 382 312 962 774  
13 Willys-Knight 305 259 594 677  
14 Oldsmobile ..... 236 205 683 476  
15 Cadillac ..... 276 208 606 440  
16 Packard ..... 270 161 589 299  
17 Ajax ..... 264 115 532 221  
18 Jewett ..... 261 274 767 778  
19 Pontiac ..... 252 252 728 728  
20 Hupmobile ..... 246 250 680 481  
21 Paige ..... 163 25 259 68  
22 Jordan ..... 135 30 337 65  
23 Lincoln ..... 128 84 267 119

It will be noted that only three of the above leaders suffered losses, as compared with their sales during the first quarter of 1925.

The comparative new passenger car records of the eight "groups" for last month and the first quarter of 1926 and 1925 were:—

1925 1926 3 Months 1925 1926  
1 Gen. Motors, 6,576 4,188 12,225 9,294  
2 Hudson-Exess 1,283 1,731 3,319 3,325  
3 Nash-Ajax ..... 1,095 478 2,214 1,096  
4 Durant Motor 1,084 1,016 3,321 2,263  
5 Willys-Over'd 627 671 1,557 1,361  
6 Paige-Jewett, 429 399 1,026 826  
7 Chand.-Cleve, 148 240 296 571  
8 Moon-Diana, 49 89 142 178

Five of the above "groups" showed gains over March, 1925, and also the first three months of last year.

In the race for the leadership of the high-priced division, Cadillac nosed out Packard by six sales, though the situation was slightly reversed when the business gains of the two during the first quarter of this year were compared. The March and first quarter record of the "quality cars" was:—

March 1925 1926 3 Months 1925 1926  
1 Cadillac ..... 276 208 606 440  
2 Packard ..... 270 161 589 299  
3 Jordan ..... 135 30 337 65  
4 Lincoln ..... 128 84 267 119  
5 Peerless ..... 85 36 195 70  
6 Marmon ..... 64 64 128 144  
7 Locomobile ..... 62 1 112 7  
8 Franklin ..... 52 33 115 65  
9 Pierce-Arrow 46 38 111 69  
10 Stutz ..... 24 1 25 7

Indication of California's present great and fast growing prosperity is seen in the fact that every make of cars in the high-priced class, but one, showed big numerical and percentage sales in the first quarter of 1926.

## SYMPHERS ZONE MANAGER

Indianapolis, May 3.—C. C. Syphers has just been appointed zone manager of the local sales branch of the Marmon Motor Car Company.

for Economical Transportation



Maximum capacity production is being maintained at the twelve great Chevrolet factories. Month after month, the gigantic Chevrolet production schedule is establishing a new high mark for the delivery of gear-shift automobiles.

Touring - -	\$510	Sedan - - - -	\$735
Roadster - -	\$510	Landau - - - -	\$765
Coupe - - -	\$645	½ Ton Truck - -	\$395
Coach - - -	\$645	(Chassis Only)	
		1 Ton Truck - -	\$550
		(Chassis Only)	

ALL PRICES F. O. B. FLINT, MICHIGAN

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T



## Trolley Officials Of Detroit Admit Bus Competition

Special from A. D. N., Detroit Bureau

Detroit, May 3.—A simple confession of failure, that may perhaps be prompted by interest, is made by the Detroit United Railways representatives, in a hearing before the State Tax Commission at Lansing.

The public service corporation is asking a reduction of the tentative assessment of \$4,000,000 made on the Detroit, Monroe and Toledo division of the company's lines. Ground for the lowered assessment asked is declared by the corporation's attorneys to exist in the fact that competition furnished by motor buses is ruining the electric interurban business of the state.

The claim is made that since the motor bus service has reached its present efficiency and volume the Detroit, Monroe and Toledo branch has been losing money steadily. Not only has passenger traffic dwindled because of the bus competition, but gasoline vehicles have also taken more than their share of freight, according to the company's plea.

In furthering their claim, the attorneys call the attention of the commission to the fact that bonds issued by the branch under discussion are now quoted at 45. This low price, they say, has been brought about by lowered earnings, caused by deflection of passenger and freight traffic to the motor bus.

Granting that the conditions as set forth are true, they certainly offer a most interesting situation, it is pointed out. Not long ago, the Detroit United lines enjoyed a practical monopoly of the interurban passenger and traffic business on the main thoroughfares radiating out of Detroit.

The railroads used to complain bitterly of the competition offered by the trolley; now it is the trolley's turn to present a plaint. How long will it be before the motor bus and the motor truck will in turn be called upon to protest that some new form of highway transportation is cutting into their business?

**MILAN AUTO SHOW.** A number of cars of American manufacture were displayed among those of European make at the exhibition of the latest models in the automotive industry held at Milan recently.



## Rail Co. Protests Bus Line Permit

St. Paul, May 3.—For the first time since the war between bus companies and railroads started in Minnesota, a railroad has appealed to district court from an order of the state commission permitting a bus line to operate in competition with the rail line. The appellant is the Chicago Great Western and the bus line in question is that of the Jefferson Highway Transportation Company, operating between Minneapolis and Rochester—90 miles.

The railroad has not sought an injunction to stop operation of buses pending the court hearing but has made competition somewhat keener by cutting one hour from running time of its Rochester-Twin Cities special train. The train now makes the trip in two hours and fifteen minutes. Buses take three hours and ten minutes.

It is believed likely that if the Great Western succeeds in this attempt to eliminate highway competition, other roads will make

similar attempts, particularly against freight truck lines.

Counsel for the Great Northern Railroad, at hearings on applications of thirty-seven motor truck companies for operating permits, said that road is not objecting to local and short hauls of freight or merchandise by motor truck, but there is no justification for existence of common carrier truck transportation for a greater distance than thirty miles from the Twin Cities. Many of the applications specify routes leading from the Twin Cities to points ninety to 125 miles distant.

## Kimball Truck Co. Elects Officers

Los Angeles, May 3.—At the annual meeting of stockholders and directors of the Kimball Motor Truck Corporation, manufacturer of Kimball motor trucks, held last week, the following officers were elected for another year: R. R. Colby, president; M. O. C. Hull, first vice-president; L. H. Sackett, second vice-president; K. R. Herman, treasurer, and Arthur H. Spence, secretary. The directors are: R. R. Colby, George Allsley Brown, M. O. C. Hull, L. H. Sackett and K. R. Herman. The advisory board is made up of Dr. John M. Forsyth, B. B. Stakemiller, J. E. Tucker, Charles A. Ransom, H. E. Roberts, Mabel E. Fergus, and Hardy G. Koen.

The officers chosen for the Colby Management Corporation, which directs the activities of the Kimball Motor Truck Corporation as well as several allied manufacturing companies, are R. R. Colby, president; George Allsley Brown, first vice-president; L. H. Sackett, second vice-president; K. R. Herman, treasurer, and Arthur H. Spence, secretary. Directors are R. R. Colby, George A. Brown, L. H. Sackett, K. R. Herman, and J. E. Tucker. Members of the advisory board are Dr. John M. Forsyth, M. O. C. Hull, H. E. Roberts, Mabel E. Fergus, Charles A. Ransom, John D. Ashton and Hardy G. Koen.

## Sales in Philadelphia Improve With Weather

PHILADELPHIA, May 3.—Tire sales, which had been held back by the unseasonably cold weather recently, took a forward spurt with the warmer weather last week.

That weather conditions caused the hesitancy was shown by the considerably increased sales when the mercury passed the 80-degree mark. The next few days, though not so warm, saw a continuation of good business.

Balloons especially have been in demand, though some distributors and dealers handling both these and high pressure tires state that the two lines are now running rather evenly.

The Overman Cushion Tire Company, Inc., reports noticeable improvement in sales in the last week. The Michelin Tire Company says that selling lived up perceptibly during the few warm days. The Firestone Tire and Rubber Company's sales department notes that retail sales of tires have been rather slow of late, with the exception of the brief warm period of last week.

Foster, Miller & Bierly, handling Goodrich pneumatics and solids and Diamond pneumatic, reports that in the last four or five days business has been very brisk, trade in balloon tires picking up especially well.

The Jawer Auto Supply Company, Hood tire distributor, reports that since the short warm period last week tire sales have improved slightly, with the demand for balloons a little in the lead.

## Business in Texas Shows New Activity

Waco, Tex., May 3.—The approach of spring has caused numerous automobile owners of this vicinity to "retire," and as a result tire sales at the various distributing houses of central Texas showed an upward trend during the week ended April 22.

Automobile owners are buying whole sets of tires at this time and the situation is considered the most healthy for the tire dealer that it has been since last spring.

Balloon tire sales continued to increase, and fabric sales are on the downward trend. The demand for tubes correlates pretty evenly with that for tires.

The Hicks Rubber Company gave an optimistic report for the week's trade, and the situation was characterized by officials of this company—which maintains more than a score of retail stores throughout Texas—as being practically as good over the state.

Guy C. Brown, of the Brown Tire Company, Goodyear dealer, reported business on the increase, far ahead of the same time last year. The Allen-Morrow company, distributor of General and Kelly tires, found its business increased, due to its recent formal opening, which attracted thousands of visitors.

## Trend to Balloons Seen Also in Ft. Wayne

Fort Wayne, Ind., May 3.—Tire dealers of Fort Wayne and northeastern Indiana emerging during the last week from a season of rather slow sales report that sales have gained with the opening of first real spring weather and were optimistic concerning future spring business.

"Dealers throughout this portion of the state are now completing the rearrangement of their stocks for spring and summer trade, and, judging from purchases, expectations for good business during the next few weeks are high among retailers," Harry J. Meyers, manager of the Goodyear Tire and Rubber Company factory branch, declared in an interview.

Mr. Meyers states that balloons are especially in demand at present, and that but few high pressure tires above \$5 by 3 1/2 are being sold.

H. A. Conrad, of Conrad & Webster, is planning a general rearrangement of his stock, eliminating several types of cords and clinchers. He reports that business during the last week is better than enjoyed for some time. His company will reduce stocks of clinchers carried from eight to four types and cords from six to four types. These changes are deemed advisable, due to an increased demand for balloons and a corresponding decrease in sales of high pressure tires.

## FORD'S RAILROAD

Detroit, May 3.—Henry Ford's railroad, the Detroit, Toledo & Ironton, was one of the few roads that failed last month to share in the large gains in net operating income scored over March, 1925. Operating receipts of the D. T. & I. rose to \$1,221,097, compared with \$1,112,752, but net operating income dropped from \$274,502 a year ago to \$266,471. In the first quarter Mr. Ford's road saved \$716,705 in net from gross revenues of \$3,358,659, compared with \$834,958 in net and \$3,195,546 in gross in the first three months of 1925.

## OBTAINS PATENT ON TUBE MOLD

## M. A. Flynn Perfects a Steam Jacketed Device For Goodrich

Akron, O., May 3.—A patent for a new type of steam jacketed mold for tubes has been granted M. A. Flynn, former production superintendent of the Diamond Rubber Company and the B. F. Goodrich Company. This device, it is claimed, solves the problem of building tubes for balloons, bus and truck tires.

The problem of building tubes for tires having a large cross-section compared to a relatively small inside diameter was brought about by the manufacture of balloon, bus and truck tires. The tendency is toward the idea that all large cross-section tubes should be molded, preferably in tire shape; that valves should be cured in the tube regardless of whether of straight, angle or "S" shape; and also that splices should be made while the tube is in an unvulcanized state to secure perfect cohesion.

Methods previously used are expensive when equipment and labor costs are figured, as the several methods used were to cure tubes in bolted molds while another method was to use molds loaded in press type vulcanizers.

Against this, the steam jacketed mold is said to afford great possibilities for maximum production per mold and the uniform cure of all parts. This new method allows the use of high internal pressures so that all parts are welded together—splice, valve pad around valve and the plies of stock of calendered stock is used. Forty-five to 100 tubes per mold every twenty-four hours may be had by this method, depending on the temperature and the length of cure. For internal pressure, steam and gas are the two most successful mediums, although air may be used if properly treated to remove oil and moisture.

Compared to these old methods the Flynn mold is said to be a simple two-part mold, with no costly rings or containers, adaptable to use in any quick acting press, its receiving part resembling the letter "C," and so designed that both joints of the mold are above center, which permits inserting the unvulcanized tube without danger of buckling or pinching. The overhanging lips of the "C" also prevent a tube from falling out of a mold standing on edge, as in a "watchcase" vulcanizer.

With this mold a tube manufacturer can secure maximum daily production from each mold at a minimum cost. He can cure valves of any design, straight, angle or "S" shape directly into the tube, and he can stamp or engrave in relief any lettering or design he wishes on the tube. A raw tube can be placed in this mold after it has been spliced and with pad and stem in place and the operator will know that all parts will be cured integrally and uniformly, especially the tread and rim portions, without danger of thin spots, rinds or flashes. No parting lines occur on the tread of the tube.

One operator can handle several presses, dependent on the length of the cure, because of the special loading ring, enabling the operator also to shape the tube by partial inflation before placing it in the mold. The loading ring is removed before the press is closed and the time required to load does not exceed ten seconds.



*The  
Innovation  
of  
1926 /*

**A  
New  
Basic  
Principle**

in the construction of Low Pressure Tires.

Designed and patented by J. F. Palmer, inventor of the Cord Tire.

Write for the new Flat Tread Booklet

**Hewitt Rubber Company**  
Buffalo New York

An outstanding characteristic of Red Seal Continental Motors is the wide degree of user satisfaction among a varied type of motor car owners.

**Continental Motors Corporation**

Offices: Detroit, Mich., U. S. A. Factories: Detroit and Muskegon  
The Largest Exclusive Motor Manufacturer in the World



## Cohoes Gains New Automotive Plants

Cohoes, N. Y., May 3.—A survey of the automotive manufacturing industry of this district for the past week showed the incorporation of one new concern and the completion of plans for an early starting of operations by another.

The Utica Body Works is the name of the new firm which has just received its charter to design and manufacture bodies for automobiles. The firm has leased quarters at Utica, where about fifty workers will be employed. The directors of the new company are Angelo Ruder, W. A. Truax and Charles H. Truax.

Officials of the Newton Car Manufacturing Company of New York were in this vicinity during the past week making final arrangements for starting operations in the leased plant at Hoosic Falls. An official of the company stated that the first shipment from the plant, which will manufacture automobile bodies, will be made in about eight weeks. It was also stated that business men would be given the opportunity to purchase stock in the new enterprise. Machinists and good mechanics are now being sought by the firm. The newly leased structure will comprise a factory, machine shop and tool room.

Several men prominent in the automotive field are sponsoring the establishing of a new silk company at Watervliet. William I. Baker, president of the Albany Hardware and Iron Company, jobber of automobile supplies, is a director and principal stockholder in the new firm.

### NEW DISTRICT MANAGERS

Syracuse, N. Y., May 3.—Clayton Butterfield, sales manager of the Owen-Dyneto Corporation here, has appointed the following district managers: G. D. Moses, formerly of the Outlook Company; James M. Morrison, formerly in the Metropolitan district for the A. C. Sparkplug and L. W. Potter, formerly of the H. M. Ballard Company. Up to this time the men have not been assigned to their territory.

## New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

### ENGINE KIT



A new method of grinding valves and cleaning carbon has been introduced by the Black & Decker Manufacturing Company, Towson, Md., which, it is said, offers not only greater advantages in mechanical process, but sets a new precedent in organization of shop practices.

According to the company, instead of reclaiming valve seats by ordinary methods, the valves are ground by a special grinding stone revolving at high speed which, they claim, gives the same high finish that is given a valve when refaced on an electric valve refacer.

A metal tool kit is furnished to accommodate the new method tools so that the mechanic may easily carry them from one job to another.

The engine kit consists of the metal tool kit with lock, Black &

## METAL PRODUCTS WIN IN INFRINGEMENT SUIT

Cedar Rapids, Ia., May 3.—The Metal Products Company was victor in a suit against J. H. Brookman, L. O. Hatch, S. A. Slauson and the Vec Products Company of this city over alleged infringement on a patent for a fender brace, according to a decision made by Judge George C. Scott in Federal Court. Judge Scott ruled that Elmer J. Firquain, assignor of the Metal Products Company, held patent No. 1550247 issued August 18, 1925, and that the defendants had infringed on it. He granted an injunction to prevent further infringements.

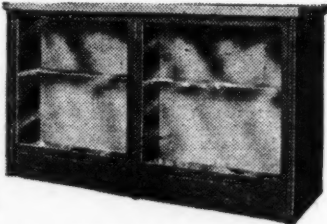
## Interprets New Illinois Gas Law

Springfield, Ill., May 3.—Gasoline dealers would not be permitted to use underground tanks in the retail trade, filling stations could not employ transparent glass containers from which patrons are served by gravity, and gasoline tanks on automobiles would have to be labeled "gasoline" if the strictest definition of the word "receptacle" were to be employed in interpreting the present law that requires all receptacles for the retailing of gasoline to be labeled and painted red.

This was the opinion of Attorney General Carlstrom given to State Fire Marshal John G. Gamber, in reply to the latter's inquiry as to whether it was the attorney general's opinion that filling station pumps must be painted red and labeled.

"It is my opinion that the word 'receptacle' in this act was intended by the Legislature to have a restricted meaning," said the attorney general. "The intention was to provide for increased safety against fire by requiring gasoline retail merchants to sell and deliver gasoline in cans or receptacles which are red in color and labeled under the statute. To use a broad definition of the word 'receptacle' would require one to place an absurd construction upon this statute."

### BERLOY COUNTERS



The Berloy line of steel counters, manufactured by the Berger Manufacturing Company, Canton, O., is said to have met the requirements of the automotive selling industry because of its splendid adaptability to garage use.

The annoyance of the chipped, splintered, unsightly wood top is done away with entirely, according to the makers, as the top of the Berloy counter is of thirteen gauge steel, one-eighth of an inch thick, and is especially designed to withstand the hard usage to which a counter is subjected in handling out hundreds of parts daily from the stockroom.

The glass doors swing out from the top and can be removed from the unit while arranging the display. They are fitted with a Yale flat-key lock to prevent disturbance and theft.

Decker heavy duty quarter inch portable electric drill with stand for same, 45 degree stones, stone regrinding wheel, pilots, carbon brushes, and holder, valve guide cleaners, 4-inch wire brush and arbor, and 3-inch grinding wheel and arbor.

### MOVES TO NEW HOME

Chicago, May 3.—The general offices of the Portland Cement Association, which for the past ten years have been in the Conway Building, 111 West Washington St., Chicago, have been moved to the association's new building, Grand Avenue and Dearborn Street, otherwise known as 33 West Grand Ave. The entire building is occupied by the Portland Cement Association and its research laboratory.

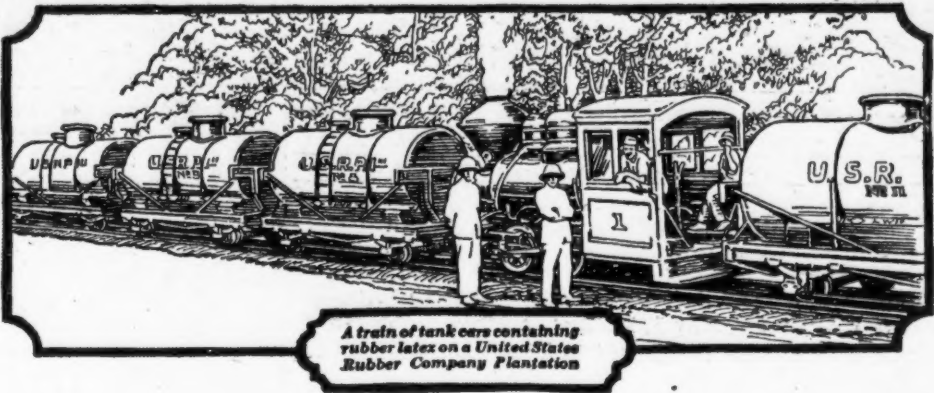
### PLAN NEW BUILDING

Des Moines, Ia., May 3.—The International Harvester Company will build a five-story fireproof showroom, office and plant building at East Seventh Street and Court Avenue at a cost of \$225,000. Work will start before June 1 and will adjoin the one-story service station at 215 East Seventh Street. R. E. Jaquier is manager of the local plant.

### TO INSPECT HIGHWAYS

Houston, Tex., May 3.—The new Port Arthur to Orange highway and the Jefferson county part of the Beach highway, from Port Arthur to Bolivars Point, will be inspected next week by a party of the State Highway Department. After the inspection is made, an effort will be made to have the two roads designated as state highways.

## UNITED STATES TIRES ARE GOOD TIRES



## Answering some more questions about the United States Rubber Company's Rubber Plantations

**Q—When did the United States Rubber Company first start to grow its own rubber?**

**A—**In 1911 the company planted 14,000 acres, or about 22 square miles in Sumatra. This represented then and still does, the largest planting operation completed by any one company in a single year.

As new property has been acquired the work has gone steadily forward until today the company has 136,000 acres, approximately 60% of which is already planted.

**Q—Does it take long to grow a rubber tree?**

**A—**It takes about 4 to 6 years from the time a seedling is planted until a tree is ready to be tapped, and its initial yield is only small. Clearing the jungle, removing stumps, draining the land, breaking ground, growing seedlings from selected seeds, budding, grafting, transplanting and carefully tending the young plants, to say nothing of constructing roads, railways, wharves, storage tanks, and buildings to house power plants, equipment, and employees in a wild tropical country—all take time and money.

**Q—Why did the United States Rubber Company make this investment?**

**A—**Because it foresaw the time coming,

when in the interest of greater economy and better and more uniform quality, it would be advisable for it to know all there was to know about rubber growing, and to be producing a considerable portion of its own rubber. Recent events have justified this farsighted policy, and every man who buys a United States Tire or any other United States Rubber Company product is today benefiting by it.

**Q—Is the United States Rubber Company's Plantation well regarded by authorities on rubber?**

**A—**Yes. Herbert Ashplant, the British Rubber Mycologist of Southern India, in his report entitled "Recent Developments in the Rubber Planting Industry," refers to the United States Rubber Company Plantation at Kisaran, Sumatra, as follows:

"Of all the areas visited, none produced so much useful information. Kisaran, the headquarters of these plantations, has become the Mecca of all planters who wish to keep abreast of recent rubber research. It is astonishing to find how many of the familiar problems of rubber planting have been satisfactorily settled during the last few years by the researches of the scientific staff."



## UNITED STATES ROYAL CORD BALLOON

United States Rubber Company

Trade Mark



# Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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Harry A. Tarantous, Advertising Manager; George M. Slocum, Manager Detroit Bureau, General Motors Building, Detroit, Mich.; C. H. Shattuck, Western Manager, 163 North Michigan Ave., phone Central 5326, Chicago, Ill.; Metz B. Hayes, New England Manager, Little Building, Boston, Mass.; Blanchard, Nichols & Coleman, American National Bank Building, San Francisco, Cal.; Lincoln Building, Los Angeles, Cal.; 1037 Henry Building, Seattle, Wash.; E. T. Burke, 126 Pearl St., Buffalo, N. Y.  
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## Rubber Restrictions Again

IT has been announced by the British Colonial Office that if the price of rubber goes below 42 cents a pound during the quarter beginning May 1, 1926, exports from plantations in the British colonies will be cut to 80 per cent. during the August quarter.

This means that if rubber goes to, say, 40 cents, the exports will be reduced again to bring it up to the minimum, which has evidently been determined upon by the Colonial Office. Now, 42 cents is not an excessive price, although it is above the 36-cent mark, which was formerly mentioned as the minimum at which the plantation owners could make a reasonable profit.

*Unfortunately, there is the ever present danger that as soon as the restriction has been on long enough to reduce the supplies of spot rubber on the market, it will give the speculators another chance to begin operations. The reduction in exports is not enough to permit the inflation that gave us \$1 rubber a few months back, but it may be sufficient to put spot rubber up again to an uncomfortable level.*

*At any rate, it is comfortable to remember that Harvey Firestone, Jr., has recently made a proposal to the Philippine Legislature which will, if its terms are accepted, launch rubber growing as a major industry under the American flag.*

## The Reckless Driver

HE is the fellow with the heavy foot on the accelerator, who cuts corners, who dodges around on the wrong side of trolley cars, who rushes headlong into a traffic jam and then rasps on his brakes, who breaks every law and statute, if he thinks he can get away with it.

Not a very engaging cuss, is this reckless driver person, and you and I pay for his exploits in the general tendency to soak the motorist who is unlucky enough to be taken to court. We pay for his charming little picadillos also every time we write a check for the premium on an automobile insurance policy, because his frolicsome antics make it costly for the companies to insure motorists and motor cars.

All of which leads up to the pleasant announcement that the National Bureau of Casualty and Surety Underwriters has just announced that it will hereafter refuse insurance to drivers whose licenses have previously been revoked. To make this fully effective and conserve the interests of the general public, revocation of licenses in cases where criminal carelessness has been proved, should be permanent.

The reckless driver has no place on the road. He is the enemy of every decent driver and car owner. He causes trouble of all sorts for which we have partly to pay. If the 97 per cent. of motorists who are law-abiding and careful would unite in war on this reckless pest who causes all the trouble, we should soon drive him off the roads and into the jails, where he belongs.

For some years Ford of Detroit has been doing a flourishing business in Canada through a subsidiary company, which has been manufacturing in the Dominion and piling up profits at a remarkable rate. You might think that Mr. Ford would resent the recent action of the Dominion government in dropping the tariff and automatically cutting some of the profits. Not he. Discussing the Canadian situation, Mr. Ford remarked: "Those fellows over in our Canadian unit are going to manufacture more efficiently now. They'll have to. It's going to be a better plant over there—better organization."

Whether it is a good thing for the manufacturer or not, that's a good spirit to accept the blow in, at any rate.

## GERMAN INDUSTRY SHOWS IMPROVEMENT

### Report Success of Time Payment Systems

BERLIN, May 3.—Shares in German automobile companies have been rising for some time. Car-makers report orders coming in more freely. Prices are falling, and it appears that the industry is going to hold its own against the foreign car, according to a Dow, Jones & Co. report.

Four automobile banks have been founded to assist the sale of cars on time payment, of which the Deutsche Automobilbank A. G. Berlin is typical, the report continues. Ten per cent. of selling price is required in cash, the balance within a year. These banks until now have been able to place only about 20 per cent. of their available capital, partly because the first automobile season since their establishment is just opening.

The time payment system, it is said, is not widely understood in Germany, and many persons anxious to buy cars are suffering so badly from the shortage of liquid capital that they hesitate to enter even into small engagements lasting over a year. Foreign car-makers are setting up their own credit organizations, offering to finance the purchase of cars at low rates of interest.

The abolition of the luxury tax of 1½ per cent. on automobiles from April 1 is expected to help the sale of German cars; many German factories, for instance the great Brennbach works, already have lowered their prices by this amount.

Vigorous propaganda of the "support home industries" type also is being organized against American cars. This propaganda has been most successful in aiding the sale of motor lorries and motorcycles, where the freight and import duty discriminate heavily against the foreign product.

The automobile banks, it is expected, will be put to the test during the busy season just beginning. Their total capital is somewhat more than 60,000,000 marks. Germany's normal demand for new cars a year is estimated at 150,000, although this figure would rise abruptly if the present capital famine were raised. About 80 per cent. of these cars—say 120,000—probably will have to be bought by deferred payments.

As the instalments spread over one year, the capital of the banks can be used almost twice over in a year. Ten thousand marks may be taken as the present average price of a car in Germany, so that the existing banks could finance the purchase of only about 12,000 cars, or 10 per cent. of the expected demand. Of course, many of the cars sold this summer will be foreign cars financed by other credit organizations; but still the present automobile banks are not strong enough.

The shortage of liquid capital in Germany, it is said, will prevent the formation of enough automobile banks, so that if the expected demand really sets in the foreign makers will still find a means of pushing their cars by adopting the right means of assisting buyers through organizing credit.

Most important for the German car industry, according to the report, is the formation of the Ambi-Budd-Werke in conjunction with the Edward G. Budd Manufacturing Company of Philadelphia.

This new concern, the report says, has a capital of 7,500,000 marks, 51 per cent. of which is to remain in German hands for at least fifteen years, and 49 per cent. in American. This new firm

## MIRRORS OF MOTORDOM

MAURICE SWITZER, vice-president of the Kelly-Springfield Tire Company, is known among his friends as a man of the arts as well as business because of the pungent, well-flavored and practical business talks that appear from time to time in books and periodicals under his name. Mr. Switzer was with a tobacco company and then a distilling company before turning to the manufacture of tires.

WALK into the office of Maurice Switzer, vice-president of the Kelly-Springfield Tire Company, and try to make up your mind whether you are talking to a business man or to a member of the Academy of Letters.

Mr. Switzer, of course, insists that he is primarily a business man, and the records he has achieved bear this out. But his friends like to think of him as an artist, because there are no more pungent, well-flavored and practical business talks than those which appear from time to time in periodicals and books bearing his signature.

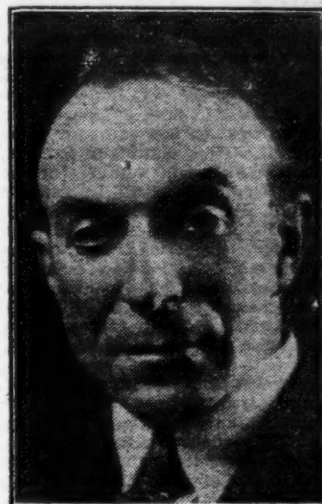
It is not strange to find Mr. Switzer high in the councils of the automobile business. His whole training in life has been in the direction of the promotion of pleasure.

Though we call our automobiles "passenger cars" in these days, the pleasure element still remains (provided you use Kellys, Mr. Switzer would say), and our subject spent many years working up to this field of enjoyment. First of all, he was born in New Orleans, the land of Creoles and pralines.

Then he associated himself with the Havana American Company, cigar manufacturers. Not content with turning every young man of the nation into a cigar smoker, he went still further and joined the Wilson Distilling Company. He is responsible for the slogan: "Wilson, that's all," and graybeards among us will remember what that meant.

There is another secret down in the shadows of Mr. Switzer's past

and that is that he is a public speaker. There was a time when the right kind of letter, written on the right kind of stationery, could induce him to bestride the platform



MAURICE SWITZER

and tell the growing minds how to get results with paper and ink.

Now he says those days are over. He is serving on the Advertising Council of the Motor and Accessory Manufacturers' Association, but, in general, he is keeping away from activities outside of his own company. Those who heard his talks in the earlier days look forward to the time when he will retire from business and once again brighten conventions that are usually all too dull.

will manufacture cold-pressed all-steel bodies with an estimated output of 200 a day, or 60,000 a year, or half the expected demand for cars in Germany.

The machinery for making the new carriage bodies has arrived from America. It is expected that the Ambi-Budd carriage bodies will cost only 50 per cent. of those now available. It is clear, says the report, that within a short time the smaller body works will have to go out of business, while even the big works will find it far cheaper to shut down their own body-making departments. The big automobile works, straining to turn out cheaper cars, will be most readily inclined to accept such a welcome chance of cutting costs. This will enforce uniformity among German carriage body types.

### MANAGER RESIGNS.

Springfield, Mass., May 3.—Samuel H. Hood, formerly manager of the Springfield office of the Firestone Rubber and Tire Company, has resigned to become associated with Daniel Lynch of the Springfield Tire Service, local dealers for Firestone tires. This company has complete service and equipment for both solid and pneumatic tires.

### ANOTHER FAST TRIP

St. Louis, May 3.—Samuel Klein, Chicago business man, has added another record trip to his list by driving his Diana Eight stock roadster from Chicago to St. Louis in six hours and fifteen minutes. He traversed the 209.3 miles at an average speed of 51.5 miles per hour.

## Coming Automotive Events

### MAY

- 6-8—Providence, R. I. National Machine Tool Builders Association, convention.
- 21-23—Atlantic City, N. J. National Electric Light Association and Electric Truck Manufacturers Association, convention.
- 10—Charlotte, N. C. American Automobile Association race.
- 12-13—Galveston, Tex. Tenth annual convention of the Texas Automotive Dealers' Association.
- 13-15—Detroit, Mich. American Gear Manufacturers' Association, tenth annual convention, Book-Cadillac Hotel.
- 21—Chicago, Ill. Automotive Manufacturers' Association meeting.
- 25—Buenos Aires, Argentina. Argentine Rural Society, International Exhibition of Roads, Transport and Touring; Show Grounds, Palermo.
- 31—Indianapolis, Ind. 500-Mile race.
- 31—Pittsburgh, Pa. American Automobile Association race, Monongahela track.

### JUNE

- 1-4—French Lick Springs, Ind. Semi-annual national meeting of the National Society of Automotive Engineers.
- 8-10—Detroit, Mich. American Body Builders' Association, convention, Hotel Statler.
- 12—Altoona, Pa. American Automobile Association race.
- 12-13—Le Mans, France. Rudge-Whitworth twenty-four-hour stock car race.
- 15-17—Philadelphia, Pa. Society of Industrial Engineers, thirteenth national convention, Bellevue-Stratford.
- 14-16—Montreal, Canada. Automotive Equipment Association meeting, Mount Royal Hotel.
- 25—Chicago, Ill. Automotive Manufacturers' Association meeting.
- 26—Laurel, Md. American Automobile Association race.

### JULY

- 5—Salem, N. H.—American Automobile Association, race.
- 17—Atlantic City, N. J.—American Automobile Association, race.

### AUGUST

- 24—Denver, Col.—Denver Post, outdoor automobile show.

### SEPTEMBER

- 6—Altoona, Pa.—American Automobile Association, race.
- 25—Salem, N. H.—American Automobile Association, race.



## Dealer Activities

### BUICK DEALERSHIP UNDER NEW OWNERSHIP IN DENVER

Denver, Col., May 3. — Ralph M. Fishel and C. D. Walker, both of whom have been identified with the automobile trade in Denver and with their present company for the last ten years, have just purchased control of the Norton-Buick Auto Company, 25 East Colfax Ave., from C. S. Norton, and have assumed active direction of the company's business. Mr. Norton has retired from business temporarily. The business will be conducted under the old name, and the personnel of the organization will not be changed, the new owners announce. Mr. Fishel is president of the company under the new management and Mr. Walker is vice-president and general sales manager.

### USED CAR DEALER MAKES 116 SALES IN FIVE WEEKS

Cleveland, May 3. — C. B. Bell,

proprietor of the Bell Motor Mart, located in the heart of Cleveland's automobile row, opened shop five weeks ago in the largest used car showrooms in town. By last Saturday night he had sold 116 cars. Mr. Bell has nine years' experience in the used car sales business in Cleveland. E. H. Maddey is associated with him as sales manager.

### PEERLESS DEALERSHIP OPENS IN DECATUR, ILL.

Decatur, Ill., May 3. — B. T. Corley and Clinton P. Murphy have just opened a Peerless dealership at 350 East Williams St. Both proprietors were former salesmen for the Spiess Auto Sales Company. They will operate a 24-hour service station in connection with the sales room. Their franchise is for Macou county and vicinity.

### WILL HANDLE FORD SALES IN TWO RIVERS, WIS.

Ottumwa, Iowa, May 3. — Lelf G. Schriener of Two Rivers, Wis.,

has just taken over the garage and salesroom recently vacated by the Davis-Buick Company, and will become authorized Ford dealer there.

### NELSON TO BE HARTFORD DEALER FOR ROLLS ROYCE

Hartford, Conn., May 3. — P. C. Nelson, for several years past associated with S. A. Miner, Inc., Pierce-Arrow distributor on the Connecticut Boulevard, East Hartford, has resigned from that organization to take over the Hartford territory for Rolls Royce. A downtown salesroom will be opened by Rolls Royce shortly. Mr. Nelson began his automobile career with the Electric Vehicle Company, later going with the New

York Packard branch. Later he came to the Hartford Packard territory and was made manager of the New London Packard branch, which he left to join the Pierce-Arrow forces.

### CENTRAL SALES IS NEW STAR DEALER IN ST. LOUIS

St. Louis, Mo., May 3. — The Central Star Sales Company has just been established here as an authorized dealer for the Star automobile. E. W. Ferris is the head of the company, E. R. Shade is service manager and James S. Cody is sales manager.

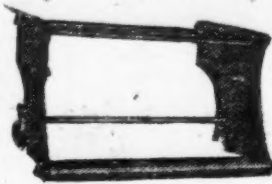
### TAKES OVER FORD CAR SALES AT CELINA, TEX.

Dallas, Tex., May 3. — J. G. Blan-

chette, manager of the Dallas branch of the Miller Rubber Company, has resigned to take over the Ford dealership at Celina, where he has organized a company to be known as the Blanchette Motor Company.

### 2 HOURS' PROFIT (30 Minutes' Effort)

They pay you real money to put on a trunk rack . . . And now the job takes you only 30 minutes. The patented Bradley rack goes on instantly, without drilling, fitting or destroying spare tire rack. A wrench is all you need. Bradley racks and trunks are ready to put on practically every kind of car . . . make any automobile look twice as expensive. Here's the touring season: Get ready for these big profits. Write for discounts quickly. **BRADLEY MOTOR PRODUCTS CO., FOSTORIA, OHIO.**



**MOTORISTS WISE**

**SIMONIZ**

**PUCCO and LACQUERS**

It's the surest way to keep any car looking NEW and Beautiful

## Personal Items

### KIRACOFE TO REST A YEAR

St. Louis, May 3. — Otto Kiracofe, branch manager of the Willys-Overland factory in St. Louis, has just been granted a year's absence at his own request. William A. Elliot, formerly district manager for Dodge Brothers, has been appointed branch manager in his stead and has assumed his new duties here. Mr. Kiracofe, who will take a rest in an effort to regain his health, is remaining at the local branch for several weeks to assist Mr. Elliot in getting acquainted with Willys-Knight and Overland dealers in this territory.

### SPENCER IN VANCOUVER

Olympia, Wash., May 3. — J. M. (Buddy) Spencer, race driver and aviator and former sales manager for the Chandler-Cleveland dealership at Davenport, Ia., has joined the sales force of the Silsby-Nash Company, Vancouver, Wash., Nash and Ajax distributor.

### USED CAR AUCTIONS

Hartford, Conn., May 3. — Aaron C. Cohen, Inc., Oldsmobile dealer, has arranged to conduct weekly auctions of used cars from the filling station near-by. The auctions are to be held each Saturday afternoon throughout the season.

### WILLIAMSON PROMOTED

Indianapolis, May 3. — Fred Williamson, for four years assistant sales manager of the local branch of the Willys-Overland Company, has just been appointed branch manager to succeed H. I. Boyd, who recently went to Denver to take charge of the branch in that city. Mr. Williamson started with the Willys-Overland concern as a retail salesman in 1919. He became, in turn, sub-branch manager at Muncie and wholesale manager here. He left the latter post to assume his present position. Mr. Williamson has announced the appointment of V. D. Mourer, a district representative, as his successor in the wholesale department. Paul D. Goeke, for five years sales promotion manager in Indianapolis, has left this city to become wholesale manager of the Denver branch.

## Obituary Notes

### EDWARD J. QUINN

Washington, May 3. — Funeral services were held here last week for Edward J. Quinn, former president of the Automotive Trade Association, and well known automobile dealer. He was 57 years old. Mr. Quinn was a member of the Washington Board of Trade, and long had been identified with the Elks, having been first exalted ruler of the Elks of Alexandria, Va., his native city.

**ANNUAL Roll Call**

**WHITE FLEETS of TEN or MORE**

1926

**T**HE annual White Roll Call again! It is the industry's most convincing performance document. . . . Greater fleets. . . . Greater total of fleets. . . . Greater diversification of fleets. . . . Greater evidence of the consistently increasing earning power of White Trucks and White Busses—all models, in all lines of business, everywhere.

This year's Roll Call shows 961 of the country's foremost owners operating 35,755 Whites in fleets of ten or more . . . 124 more owners than last year . . . 4,662 more Whites.

Imposing as this total is—35,755 Whites in Roll Call fleets—it represents less than half the Whites in service. Tens of thousands of additional owners operate fleets of less than ten or single Whites. There are more Whites in service than trucks or busses of any other high-grade make.

Each line in this record represents a business success. Great, growing institutions invest millions in additional Whites year after year. They don't guess. They know motor

transportation. . . . They know they get the most money-earning miles from Whites.

This record is published every year. The building up of most of the fleets goes back over five, ten—in some cases fifteen and sixteen years. Every year has brought tremendous increases.

The safest, soundest guide to your own selection of a motor truck or a motor bus is facts. The Roll Call is facts—an astounding collection of them.

No other truck or bus manufacturer has ever published such a volume of evidence of uninterrupted, profit-building service. No other manufacturer can.

THE WHITE COMPANY, CLEVELAND

Let us send you the complete White Roll Call booklet, tracing the growth of these great fleets year by year. Write The White Company, Cleveland. Address Room 40

**WHITE TRUCKS**

and **WHITE BUSES**



# Financial News of the Automotive Industry

## TRUCK OUTPUT TO SET RECORD

First Quarter's Production Indicates Big Year

(Continued from Page 1)

production would be around 472,000.

These figures probably represent two extreme estimates of the industry's production this year, and the consensus is the final figures will be somewhere between, with a new record at upward of 500,000 to 550,000 vehicles, as a more normal development of the business is looked for this year than in either 1925 or 1924, with the first quarter representing somewhat under 25 per cent. of the year's final total.

The large volume in the truck business is made up of the small sizes, ranging up to 1½-ton units, of which passenger car manufacturers like Ford, Dodge, Chevrolet, etc., are the principal producers.

These three companies, it is estimated, produce well over 65 per cent. of the total, so that the prosperity of this branch of the industry directly affects passenger car manufacturers. There are, in addition, more than 100 companies engaged exclusively in the manufacture of trucks, many of whom

## MULLINS BODY CORP. ISSUES PROFIT REPORT

New York, May 3.—The Mullins Body Corporation for the quarter ended March 31, 1926, reports net profit of \$107,017 after expenses, interest, etc., but before Federal taxes, equivalent, after preferred dividends, to 87 cents a share earned on 100,000 shares of no par common stock. This compares with \$104,096, or 84 cents a share, in first quarter of 1925.

have a relatively small volume of business.

The principal exclusive manufacturers are Mack Trucks and White Motors, with a combined output of upwards of 25,000 units annually, mostly of the heavy-duty type. While their product does not figure large in the numerical totals of output, it nevertheless represents a large proportion of the dollar sales and profits and has shown consistent increase during the last few years, particularly with the advent of the passenger-carrying bus.

The production of commercial vehicles still represents a small proportion of the total motor vehicle business of the country. But it has been growing rapidly in recent years. Production in 1925 was 497,107, against 377,344 in 1924, while production of passenger cars was 3,817,039, against 3,262,764. The gain in truck production was 119,863 vehicles, or 31 per cent., in contrast to a gain of 554,975, or 17 per cent. in passenger cars.

## MOON SALES AND EARNINGS GROW

Profit for First Quarter Is \$1.03 Per Share, Report Shows

St. Louis, May 3.—Moon Motor Car Company net profits for the quarter ended March 31, after all charges, equal to \$1.03 a share on the 180,000 shares of stock, against slightly over \$1 in the same period last year.

Sales during the first quarter increased 8.42 per cent. over first quarter sales last year. Earnings for the second quarter last year were equal to \$2.73 a share and officials interviewed state that orders on hand indicate that earnings will also show the entire annual dividend of \$3 a share earned in the first six months.

## LAMBERT TIRE CO., BOSTON, SELLS FOR \$50,000

Boston, May 3. (U. T. P. S.).—One of the biggest transactions in tire circles here for many months has just been completed whereby Strick & Markowitz of Philadelphia, who have the exclusive state rights for the sale of all Lambert tires in Pennsylvania, have become the owners of the Lambert Tire Company of Boston.

The sale was made by Leo V. Coyle, owner of the local company, and is said to involve more than \$50,000. The Lambert Tire Company of Boston has the exclusive sale rights of Lambert tires in Massachusetts east of Springfield, and the entire state of Maine. The new owners took immediate possession and plan an extensive advertising campaign in their new field.

## G. M. A. C. STOCK

Albany, May 3.—Increase in capital stock of General Motors Acceptance Corporation from \$13,500,000 to \$19,000,000 has been approved by the State Banking Department.

## MILLER RUBBER DIVIDEND

New York, May 3.—Miller Rubber Company declared quarterly dividend of \$2 on preferred, payable June 1 to stock of record May 10.

## Delion Rubber On Baltimore 'Change

Baltimore, Md., May 3 (U. T. P. S.).—Delion Tire and Rubber Company's 60,160 shares of common stock of no par value have been added to the Baltimore Stock Exchange list. The capitalization of the company consists of an authorized issue of 100,000 shares of common stock, of which the amount listed is outstanding, and an authorized issue of \$200,000 first mortgage 7 per cent. bonds, due 1929, of which \$82,600 are outstanding. The common stock pays no dividends.

The company was chartered in March, 1924, and acquired the plant of the Dreadnought Tire and Rubber Company of Orangeville.

Net earnings added to surplus during the year ended February 28 were \$51,969, against \$24,812 the year before. Total assets on the date mentioned were \$1,148,611.

## OIL REFINERS SEE GOOD SEASON AHEAD

Chicago, May 3.—Oil refiners, markedly enthusiastic as a result of the turn in prices and tone, believe that they have the situation in such complete strong hands that steady and fairly high prices may be expected for the bulk of the stress-season demand.

Stocks of gasoline in the Mid-Continent fields were variously estimated to total around 200,000,000 gallons in the middle of April, on the basis of previous Bureau of Mines reports. The best information is that these stocks have been drawn upon in the last few days and indications are that this may continue if jobbers keep up their improved buying. The prediction is that May will open with stocks at Mid-Continent refineries barely 200,000,000 gallons, on the same basis.

## BRILL CORP. DECLARES 7% ANNUAL DIVIDEND

Philadelphia, May 3.—The Brill Corporation (new company) declared a dividend at the rate of 7 per cent. per annum on preferred stock for the two months, February and March, payable June 1 to stock of record May 15.

## CANADIAN AUTO HEAD HITS TARIFF

Russell Warns of Collapse if Reduction Remains

Montreal, May 3.—"I give you notice here gentlemen, this is not bluff or politics but absolute reality," declared T. A. Russell, president of the Canadian Automotive Industries speaking before a massed gathering of manufacturers held under the auspices of the Canadian Manufacturers' Association in the Prince of Wales Hotel at the Windsor Hotel. "If the amendment to the automobile tariff as listed, goes into effect automobile manufacturing in Canada will be a thing of the past by next fall, and the 22,000 people now subsisting thereby will be walking the streets."

The automobile industry, the speaker indicated, is one of the newer branches of Canadian factory development; it has leaped ahead by bounds, and had now won its place among the promising, and prosperous businesses of the nation. Last year this industry alone had expended \$7,000,000 in shipments over Canadian railways, and had spent all told in the neighborhood of \$33,000,000 in Canada. On every car made in Canada, the total being 84,000 the Canadian Government collected exactly \$207.

Mr. Russell definitely condemned the reduction in the automobile tariff as revealed in the stated intention of the government, as full of inconsistencies, and obviously the product of those unfamiliar with the conditions of the automobile business in this country.

"Furthermore," continues Mr. Russell, "the collapse of our hardy won auto industry is not a matter that affects that industry alone, for there are a hundred other subsidiary industries and factory activities that will inevitably become affected in such an event, industries that now garner considerable business from healthy auto trade."

The speaker demanded to know why the government had framed the new policy entirely independent of the automobile men themselves. Who, he asked, knew more and were better informed on the subject than those associated with the industry?

"My conclusions," resumed Mr. Russell, "are that the government, and those implicated in framing the tariff as affecting the auto industry, must conceivably be laboring under a very serious misunderstanding, and cannot fully realize the disastrous effects of the proposed duty reductions."

## RANGE OF AUTOMOTIVE STOCKS

### NEW YORK STOCK EXCHANGE

Previous, 1925	High	Low	Div.	Sales	High	Low	Close	Net Change
18%	10	10		Advance Rumely	600	12%	12	12
18%	10	10		Advance Rumely pf.	300	51%	51	51
18%	10	10		Ajax Rubber	3,700	10%	9	9
18%	10	10		Alis-Chalmers	1,600	32%	32	32
18%	10	10		Alis-Chalmers pf.	1,600	32%	32	32
18%	10	10		Am. Bosch Magneto	2,700	22%	20	20
18%	10	10		Am-La France	2,600	13%	13	13
18%	10	10		Briggs Mfg. Co.	4,400	29%	27	27
18%	10	10		Chandler Motor	900	16%	16	16
18%	10	10		Chandler Motor pf.	1,500	25%	23	23
18%	10	10		Chicago Motor Car	100	45%	45	45
18%	10	10		Chrysler Corp.	65,100	24%	22	22
18%	10	10		Chrysler Corp. pf.	2,500	100%	99	100
18%	10	10		Continental Motors	6,300	11%	10	10
18%	10	10		Dodge Bros.	80,700	31%	28	28
18%	10	10		Dodge Bros. pf.	3,300	82%	82	82
18%	10	10		Eaton Axle & Spring	2,800	27%	26	26
18%	10	10		Electric Auto-Lite	700	66%	53	53
18%	10	10		Electric Star Battery	2,100	78%	77	78
18%	10	10		Emerson-Brant	1,200	2%	1	1
18%	10	10		Emerson-Brant pf.	1,100	12%	11	12
18%	10	10		Fisher Body	62,900	92%	87	88
18%	10	10		Fisk Rubber	10,100	18%	17	17
18%	10	10		Fisk Rubber pf.	2,300	82%	81	81
18%	10	10		Gabriel Rubber	2,000	35%	33	34
18%	10	10		Gardner Motor	200	7%	7	7
18%	10	10		General Motors	518,600	135%	125	133
18%	10	10		General Motors pf.	3,300	114%	114	114
18%	10	10		Glidden Co.	6,700	20%	19	19
18%	10	10		Goodrich Co.	11,000	55%	53	53
18%	10	10		Goodrich Co. pf.	100	98%	98	98
18%	10	10		Goodyear T. & R. pf.	400	102%	101	101
18%	10	10		Goodyear T. & R. pf pf	100	107%	107	107
18%	10	10		Hayes Wheel	3,100	36%	34	34
18%	10	10		Hudson Motor Car	395,800	71%	65	68
18%	10	10		Hump Motor Car	10,000	23%	20	20
18%	10	10		Indian Motorcycle	400	20%	19	20
18%	10	10		Jordan Motor Car	16,600	38%	33	34
18%	10	10		Kelly-Springfield	1,800	15%	14	14
18%	10	10		Kelly-Springfield 6s pf.	100	64%	64	64
18%	10	10		Kelly-Springfield 8s pf.	300	59%	59	59
18%	10	10		Kepstone T. & R.	400	99%	99	99
18%	10	10		Lee Rubber & Tire	800	10%	10	10
18%	10	10		Mack Trucks	82,600	119%	114	117
18%	10	10		Mack Trucks 1st pf.	100	110%	110	110
18%	10	10		Mack Trucks 2d pf.	100	105%	105	105
18%	10	10		Marlin Rockwell	800	19%	18	18
18%	10	10		Miller Rubber	1,000	36%	35	35
18%	10	10		Moon Motors	18,300	30%	24	26
18%	10	10		Motorometer A	1,700	40%	39	39
18%	10	10		Motor Wheel Corp.	2,400	26%	25	25
18%	10	10		Mullins Body	100	14%	14	14
18%	10	10		Murray Body	13,400	6%	4	4
18%	10	10		Nash Motors	23,800	55%	53	53
18%	10	10		Omnibus Corp.	14,600	16%	14	14
18%	10	10		Packard Motor Car	13,500	36%	35	35
18%	10	10		Paige-Detroit Motor	7,700	20%	18	18
18%	10	10		Pierce-Arrow	26,900	27%	24	25
18%	10	10		Pierce-Arrow pf.	12,000	92%	87	89
18%	10	10		Reynolds Spring	1,600	6%	6	6
18%	10	10		Spicer Mfg. Co.	16,200	22%	20	21
18%	10	10		Stewart-Warner Speed	15,800	79%	74	74
18%	10	10		Stromberg Carburetor	1,300	68%	65	65
18%	10	10		Studebaker Co.	54,400	54%	51	53
18%	10	10		Timken Roller Bear.	61,200	51%	50	50
18%	10	10		U. S. Rubber	57,200	65%	61	62
18%	10	10		U. S. Rubber pf.	1,500	106%	104	105
18%	10	10		White Motors	26,100	59%	55	56
18%	10	10		Willis-Overland	51,100	25%	24	24
18%	10	10		Willis-Overland pf.	1,500	95%	94	95
18%	10	10		Yellow C. & T. R.	9,700	26%	24	25
18%	10	10		Yellow C. & T. pf.	1,500	96%	95	96

### NEW YORK CURB

Sales	Stocks	High	Low	1st	Net
1400 Aub Auto	55%	50%	55	4%	
500 Brill Corp A	40%	39%	39	3%	
100 Do B	19	19	19	1%	
5200 Dur Mot.	5%	5%	5	1%	
4700 Pacelot Mot.	5%	5%	5	1%	
200 Fed Mo Tr.	42%	41%	42	1%	
250 FT&RT pf	93	97%	97	1%	
350 Frd Mo Cn. 507	455	470	455	1%	
1400 Goody T & R	32%	31%	32	1%	
1500 Hoo M Car.	20%	20	20	1%	
400 Rich R new	17%	16%	17	1%	

(The above table is a complete record of the movement of automotive stocks last week.)

## Current Commodity Prices

STEEL PRODUCTS		RUBBER MARKET	
Billets, re-rolling	\$35.00a36.00	Plantations—	Bld. Asked.
Billets, forging	41.00a42.00	First latex, crepe, spot	47 1/2 48 1/2
Steel bars (hot rolled)	2.00a 2.10	May-June	47 1/2 48 1/2
Plates (hot rolled)	1.90a 1.95	July-September	46 47
Blue annealed sheets	2.40a 2.50	October-December	46 47
Black sheets	2.25a 2.35	Ribbed Smoked Sheets, spot	46 1/2 47 1/2
Auto body	4.30a 4.40	May-June	46 47
Bands	2.40a 2.50	July-September	46 47
Cold rolled strip	2.90a 3.00	October-December	46 47
Hot rolled strip	2.20a 2.30	Para, Up-River, fine, spot	41 1/2 42 1/2
Pig Iron, Basic—		Island, fine	35
Valleys	18.50a19.00	Inner tubes, No. 1	11 13
Eastern Pennsylvania	21.50a22.50	Inner tubes, No. 2	9 10
CRUDE PRICES AT WELLS		Inner tubes, No. 3	8 9
Penn. grade oil	26.00a27.00	Tire, automobile, white, ton	\$50.00a70.00
in N. Y. Tran.		Mixed auto tires	26.00a40.00
Co. lines	\$3.65	Reclaimed rubber—tire reclaimed, 11c;	
Bradford District		shoe reclaimed, 10c; tube reclaimed, 10c.	
oil in Nat.		MILL PRODUCTS	
Penn. grade oil		Base prices, cents per pound, f. o. b. mill.	
in Nat. Tran.		High brass sheets	18 1/2 a
Co. lines	3.55	Copper, in rolls	21 3/4 a
Gaines grade oil		Zinc, spot, New York	7.35a7.40
in Nat. Tran.		Lead, spot, New York	8.00a8.10
Co. lines	3.20	Aluminum, virgin 98a99%	27 a
Penn. grade oil		SEAMLESS TUBING	
in S. W. Pa.		High brass	23.50
Pipe lines	3.55	Copper	24.25
Penn. grade oil		IRON AND STEEL SCRAP	
in Eureka P.		(Buying prices, f. o. b. New York.)	
Line Co. lines	3.50	Heavy melting steel	\$12.00a13.00
RODS		Machine shop turnings	10.10a26.00
Garage (steel barrels)	a19	Cast iron borings	10.10a25.00
Up-State New York	a19	No. 1 cast scrap	16.00a17.00
Single tank cars, delivered, New York	13 1/2 aNom		
OLD METALS			
Following are dealers' buying and selling prices for large quantities, f. o. b. cars, New York:			
Heavy machinery com.	8 1/2 a9		
New brass clipping	8 1/2 a8 3/4		
Auto radiators	6 1/2 a6 3/4		
Brass, heavy	6 1/2 a6 3/4		
Brass, light	6 1/2 a6 3/4		

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